

RFP No: 24-500665

DEPARTMENT OF PURCHASING CONTRACTING

RFP NAME: Parking Management Services for Downtown Decatur Area and Camp Road Area

		Universal Global	Park Simple	SP Plus (+)
Criteria	Max Points			
Technical Approach	25	<p>put together well, visual aids were included for previous work that was done loved technology component that they spoke on.</p> <p>they know this business, about the technology, mentioned not to be state of the art, if they state they would bring it up to date, quite competent</p>	<p>Said we would be their biggest client, which threw off just a bit. Visual Aid to proposal would have been beneficial to bring out work that has been done.</p> <p>Hard to get information out of proposal. Hard time to read, reading as far as engineering person could understand. Left a lot of questions.</p> <p>Concern that LSBE would be doing the work of the Prime, what would be most beneficial to the County for processes of infrastructure.</p>	<p>Very detailed, can tell are in this industry and their proposal showed that they understand parking and the structure, think it's interesting that they spoke specifically to cost and were adamant that they could increase - adequately written</p> <p>Have dedicated municipal services division, carry expertise, managing facilities</p> <p>Timeline was well put together, visual aids were great</p>
Project Management	10	<p>Hit the mark as far as information received, does mention on page 18, the porter and details of hours</p> <p>Looking at type of staffing and type of technology, wouldn't need too much manpower on those sites. Normally systems would run efficiently. highlights was check and balances as far as record keeping and spot checks that they would be keeping. No mention of subcontractor in section</p>	<p>Don't think that they do the QA process, seemed to regurgitate what the questions were not how they were to do. TBD if got the project. very futuristic if to get the award. Left questions.</p>	<p>Did good job how to organize and manage; great timeline and one thing liked was the storage of the records, personally handheld tickets from the COA so for them to state that they had access to these records says a lot; liked how they had a plan for protests, something that does happen and for them to be able to communicate with our law enforcement;</p> <p>Exceeded expectations; this particular vendor is a leader; what we asked for in the response, that we didn't consider. the riot plan, break-in plans, a lot to absorb</p>
Personnel	10	<p>Not clear, flip flopped - has concern with the employees that are on-site as technology is not yet there. can get very congested, the ambassador would be for 16 vs. 24 hours.</p>	<p>Did provide Team provide directory but did not include all information requested, meat and potatoes doesn't match up.</p> <p>However, LSBE will be doing bulk of work, bare minimum for Prime</p>	<p>Did not supply all resumes. Resume of Manager, org chart, see Team Directory, lists same as VP, regional people; not site specific</p>
Organizational Qualifications	25	<p>Recognized for work in industry; loved visual presentation</p> <p>22 years under Global Parking, didn't see how long under Universal Global</p> <p>They understand this business, have a lot of big names of customers, have diverse experience, technical expertise</p>	<p>Under current name it says 2010, then it says something about 75 years, don't see history of changes for 75 years.</p>	<p>Current name for last 11 years; provided name change history; Meets qualifications; shows that they are worth something if everyone tries to buy or merge; Named on Top Lists. have the association - innovation award - some of the recognition are reasonably current; merged with companies over time, which indicated that it elevated their history.</p>
Financial Responsibility	10	<p>Profitable</p>	<p>Good cash position</p>	<p>Strong despite goodwill</p>
LSBE Participation				
LSBE - DeKalb	10	20% LSBE-DeKalb Participation	20% LSBE-DeKalb Participation	provided GFE
LSBE - MSA	5			
Good Faith Effort (GFE)	2			
References	5	1 of 5 references validated - favorable	4 of 5 references validated - favorable	2 of 5 references validated - favorable
Cost Proposal	5	<p>Minimum payment of \$10,000.00 monthly per area and 60% of the income generated over revenue above \$15,000.00 per month for Camp Road, 60% above \$45,000.00 for Trinity Parking Deck and 60% above \$0.00 for Swanton</p>	<p>Minimum payment of \$10,000.00 monthly per area and 75% of the income generated over revenue above \$13,000.00 per month for Camp Road, 78% above \$25,000.00 for Trinity/Swanton - deducted 9% on Camp Road; 10% on Trinity - results in 66% and 68% respectively</p>	<p>Minimum payment of \$10,000.00 monthly per site; 60% participation payment to County</p>